

» KOPERNIK ANNUAL REPORT 2013



Our 2013 Annual Report was designed for publication in an online format on the Kopernik website. This PDF was auto-generated to meet reporting requirements. Please visit kopernik.info to view the complete, interactive version of the report.

FROM OUR CO-FOUNDERS



Dear friends,

If 2013 was brought to us by one letter, it would be B.

BIG: 2013 was our biggest year to date, reaching more than 70,000 people in nine countries with life-changing technology.

BRIGHT: We lit up off-grid communities with clean, bright solar light – almost half of the technologies we distributed in 2013 were solar lights. Water filters and clean cookstoves were the next most popular products.

BOLD: We trialled new ways of distributing technology through Tech Kiosks – and expanded this network to reach remote parts of Indonesia.

BUSY: We connected simple technology with last mile communities through 36 projects, worked with nine Last Mile Consulting (LMC) clients, managed an Indonesia-wide social innovation award, launched the new Kopernik brand and website, doubled the size of our team and opened two field offices.

BEYOND BRILLIANT: We met many people, from Timor-Leste to Kenya and a wide range of places in between, who shared heartwarming stories about the difference our simple technologies have made in their lives.

And most importantly, **BOUNTIFUL** thanks to our donors, Tipping Point community, local partners, funding & in-kind partners, technology producers, research and network partners, LMC clients, fellows, volunteers, board and advisory board, and team members.

You're the **BEST!**

Please read on for our highlights from 2013, and stay tuned in 2014 for much, much more.

Toshi Nakamura, Co-founder & CEO

Ewa Wojkowska, Co-founder & COO

IMPACT SNAPSHOT

	PEOPLE SERVED	TECHNOLOGIES DISTRIBUTED	PROJECTS FUNDED	COUNTRIES REACHED
2013	70,735	11,218	36	9
2010 - 2013	159,216	28,259	95	15

2013 HIGHLIGHTS

JANUARY: SAFE, CLEAN DRINKING WATER FOR STUDENTS - AND TEACHERS - AT SCHOOLS ACROSS INDONESIA

In January, we introduced simple water filter technology to six remote village schools in East Bali, Indonesia. Students learned about how the technology works and the importance of clean water for a healthy life through lessons, games and activities. Teachers and community leaders told us that students are now drinking much more water each day and concentrating better in class.

Later in the year we returned to connect water filters with 45 more schools and two health clinics in this isolated region in the second phase of our Drink Up East Bali, Indonesia project. Beyond Bali, we made more than 1,000 Nazava water filters available to 272 schools in eight Indonesian provinces.



FEBRUARY: SHARING KOPERNIK'S STORY WITH THE WORLD

In February, Kopernik CEO Toshi Nakamura braved a snowstorm to talk at MIT's Global Ventures conference, one of a number of major speaking events in 2013. Both Toshi and COO Ewa Wojkowska were invited to speak at influential events around the world, reflecting growing interest in Kopernik's innovative, impact-driven approach to reducing poverty. Keep up with Kopernik's upcoming events throughout the year by subscribing to our [Action & Inspiration monthly newsletter](#) or visiting the [Events](#) section of our website.



MARCH: TECH KIOSKS TURN SHOP OWNERS INTO MICRO-SOCIAL-ENTREPRENEURS

Building on the success of our technology agent programs in Indonesia, we launched our [Tech Kiosk](#) initiative in early 2013 to make simple technology available through *warung* - simple, family-run shops which account for 85 percent of the market in Indonesia. Tech Kiosk owners sell a selection of Kopernik's technologies alongside everyday goods. They receive the technologies on consignment, earn a margin on every sale, repay the cost of technology to Kopernik, and request more stock. In partnership with Kiva, a microfinance organisation, Kiva lenders provide microloans to help fund the upfront cost of supplying these technologies. Tech Kiosks are making eco-friendly, money-saving technology affordable and accessible to more people across Indonesia. We opened our first Tech Kiosks in Bali, followed by Bandung and the Mentawai Islands.



MARCH: INVESTIGATING IMPACT

In mid-March, [Denise Law](#) landed in Western Province, Kenya - the first of four [Kopernik Fellows](#) to explore the social impact of our projects in 2013. During her time in Kenya, Denise interviewed families using d.light solar lights and Q Drums, and helped two local partners to find ways to improve the sustainability and effectiveness of technology distribution. We published the results of her research in in-depth [impact assessments](#) for our Take a Load Off Western Kenya and Light Up Kakamega, Kenya projects.



Later in the year, we sent Chris Shepherd to Oecusse, Timor-Leste, Resiky Handika to Central Kalimantan, Indonesia, and Catherine Howe to Oriental Mindoro, the Philippines, to research the impact of our projects in these places. For the latest updates from our fellows in the field, stay tuned to the [Kopernik in Action blog](#).

APRIL: STARTING UP TECHNOLOGY SALES IN ALOR, INDONESIA

In late 2012, we visited Alor, in Indonesia's East Nusa Tenggara province, to introduce and gauge demand for new technology. In April, [we returned](#) to set up a network of technology agents who would sell solar lights, water filters and cookstoves on the island. The majority of Alor's population of 200,000 people live without access to electricity, and there is huge interest in solar lights to replace kerosene lanterns. Fuel-efficient cookstoves are also in demand, to replace smoky cooking fires. Over the course of 2013, technology agents made steady sales, repaid the cost of the technology, and ordered new stock. Through technology agent networks, Kopernik is building sustainable supply chains to make technology affordable and accessible in Alor and other remote parts of Indonesia.



APRIL: CREDIT TO CAMBRIDGE FOR CARBON RESEARCH

Over Cambridge University's spring break, we hosted a team of MBA students from the Judge Business School. Manual Geitz, Derrick Quandt, Srinivas Radhakrishnan and Suneira Rana joined us to research opportunities to reduce the unit cost of clean energy technology through carbon credits. At the end of their month-long stay, the team presented recommendations and a roadmap for Kopernik's entry into the carbon credit market. The ultimate goal: to make life-changing solar lights, water filters and fuel-efficient cookstoves as affordable as possible for the people who need them the most.



MAY: EXPANDING OUR INVOLVEMENT IN EAST JAVA AND ACEH

In May, we opened our first field offices in East Java and Aceh, the next step in our growing partnership with the ExxonMobil Foundation. Our field teams are creating new economic opportunities for women in these Indonesian provinces through our tech agent program, which trains women to sell simple, life-changing technology in their communities. In [North Aceh](#), we partnered with Indonesia Heritage Foundation to offer tech agent training to early childhood teachers, supplementing their nominal teaching wage. In Bojonegoro, we continue to work with Koperasi Banyu Urip, a women's cooperative established by our tech agents in 2012, and we have expanded our work to Tuban, a neighbouring district in East Java. Our field teams are also trialing new technologies to help local farming communities, where many agricultural activities are still done by hand.



MAY: LET'S GO SHOPPING AT TECH KIOSK UBUD

In May, we opened a shopfront [Tech Kiosk in Ubud](#), Indonesia to showcase and sell Kopernik's range of technologies to our local community. Kopernik sources the best technology designed to survive tough conditions in remote, off-grid communities. But these technologies are not just for the last mile: we are seeing growing interest from environmentally-conscious consumers who appreciate the eco-friendly, money-saving benefits of simple water filters and solar lamps.

At Tech Kiosk Ubud, we welcome local residents, expats, tourists, and hotel owners to our multi-purpose shopfront, showroom and meeting space. Please drop by if you are visiting Bali.



JUNE: HELPING LAST MILE CONSULTING CLIENTS REACH REMOTE COMMUNITIES

In June, we presented the results of a [Last Mile Consulting](#) (LMC) project to a major multilateral organisation. Using our intimate knowledge of, and networks in, rural Indonesian communities, we conducted field visits, tested communication channels and analysed the research data. Our detailed recommendations about improving engagement with local stakeholders helped fill a key information gap in the client's projects. LMC builds on Kopernik's core mission by engaging with large corporations and influential bilateral and multilateral agencies. In 2013 our client base grew significantly: the team travelled to Armenia, Kenya, Japan and Washington DC, as well as extensively within Indonesia. We worked with three major Japanese corporations, providing market research and product feedback for potential BOP-focused businesses.



JUNE: TEAMING UP WITH JAPAN AIRLINES TO EXPAND KOPERNIK'S WORLDWIDE REACH

In late June, we officially launched a major new partnership with Japan Airlines (JAL), teaming up on a number of activities. In a fundraising drive, JAL frequent flyers donated their miles to fund 800 water filters for Indonesian schools. JAL supported two reporters to visit some of these schools in Padang, North Sumatra, and share stories and photos about the impact of the water filters. In Japan, JAL supported 'Tech Caravan' events, where the Kopernik team visited Japanese cities to talk with manufacturers and universities about designing technologies for the developing world. JAL has also generously provided Kopernik with free flights, allowing the Kopernik team to pursue more activities, within Japan and worldwide.



JULY: BREAKING NEWS

In July, the ABC's [Australia Network News](#) interviewed co-founder Ewa Wojkowska about Kopernik's innovative approach to crowdfunding development projects in Indonesia and Timor-Leste. Other mainstream media coverage in 2013 included a TV feature broadcast on NHK in Japan, and articles in the Jakarta Post, Jakarta Globe and Bali Daily.

According to journalist [Trisha Sertori](#), who also interviewed Ewa in 2013, "Delivering and introducing life changing technologies to traditional communities across an archipelago of more than 17,000 islands is no easy feat. Kopernik's solutions have been practical and simple."



AUGUST: K-TEAM BUILDING

In August, we brought the [Kopernik team](#) together at Kopernik HQ for the [Last Mile Relay](#) - an annual team-building event. Field staff from across Indonesia joined the Bali-based team for a series of challenges designed to test our collective skills and knowledge: from designing a solar cooker to lighting a biomass stove to cooking *gado gado*, a traditional Indonesian dish.

The Last Mile Relay was a brilliant way to celebrate Kopernik's [organisational culture](#), which values action, positivity, quality outputs and a supportive team environment.



SEPTEMBER: TAKING TECH KIOSKS TO EAST NUSA TENGGARA

In September, we expanded our growing network of Tech Kiosks to East Nusa Tenggara, one of Indonesia's poorest provinces. Thanks to funding from JPMorgan Chase Foundation, we established a recruitment and training program for micro-social-entrepreneurs, starting in Kupang, the province's main port city, and expanding to Soe in West Timor and Nagekeo in Flores.

By the end of 2013, we had 27 Tech Kiosks operating in East Nusa Tenggara, and a total of 37 Tech Kiosks operating across Indonesia. Our Tech Kiosk owners had received 1,364 units of technology, and had already repaid almost US\$20,000 from technology sales.



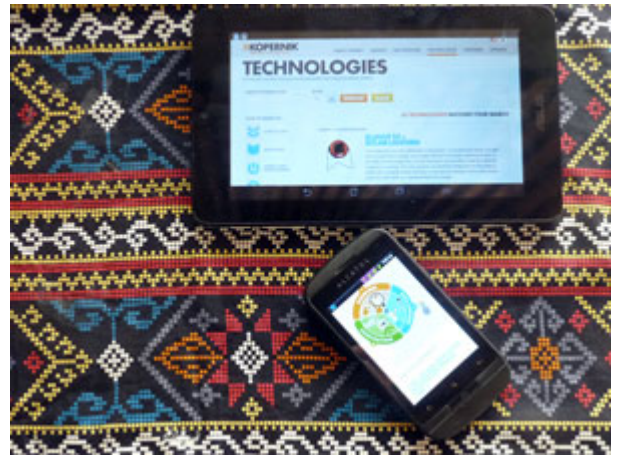
SEPTEMBER: CHAMPIONING INDONESIAN SOCIAL INNOVATION

In late September, we celebrated big ideas with the [AusAID Indonesian Social Innovator Award](#). Kopernik teamed up with Hubud and the Australian government's aid program to run the award, which attracted almost 500 submissions from across Indonesia. After five months of submissions and one month of review, we invited the finalists to Bali to pitch their ideas to a panel of leading innovation experts. The judges named Gamal Albinsaid as the winner for his health clinics in Malang, East Java, where people can exchange recycling for health insurance. A crowd favourite, Gamal also won the People's Choice Award at the final pitch event. The Serving the Last Mile Award went to Mansetus Balawala for his motorbike ambulances, serving remote communities in East Nusa Tenggara.



OCTOBER: A BRAND NEW LOOK FOR KOPERNIK

In mid-October we launched our new brand and website, reflecting Kopernik as a bold, forward-looking, impact-driven organisation. The fully responsive website works seamlessly across desktop, tablet and mobile browsers, making it easier to keep up with Kopernik anywhere, any time. We designed the website to improve the donor experience, making it easier for donors to send technology to the last mile, sign up for and manage monthly Tipping Point donations, and receive updates about the impact of their donation. Our new website marks a leap forward for Kopernik's outreach, greatly improving how we share information about our work and impact, in English and Japanese. Soon to come: our Indonesian language website will reach new audiences and make it easier for Indonesians to support our projects.



OCTOBER: TAKING TECH FAIRS TO MYANMAR

In late October, we ventured to last mile locations in the emerging market of Myanmar for a series of tech fairs. We introduced a range of technologies to villages in Yenanchung, and asked tech fair-goers to vote on what technology they needed the most. The results varied from village to village: in some, access to water was the biggest challenge, while in others, sourcing firewood for cooking was a greater concern.

Based on the feedback, we have partnered with the Mae Fah Luang Foundation to develop two projects connecting water filters and clean cookstoves with these communities.



NOVEMBER: STANFORD SOCIAL INNOVATION REVIEW

In November, the Stanford Social Innovation Review (SSIR) published a journal article in their Winter 2014 edition on Kopernik's unique model. Written by Tomohiro Hamakawa, Toshi Nakamura and Ewa Wojkowska, the story '[Subsidizing Impact](#)' explores Kopernik's hybrid approach, using philanthropic funds to kickstart sustainable supply chains of life-changing technology.

Kopernik was also featured in a number of other influential development sector publications in 2013, by organisations including UNICEF, Devex, Whydev and the Global Alliance for Clean Cookstoves.

Subsidizing Impact

The right formula for creating a socially beneficial enterprise often includes a strong dose of up-front philanthropic support.

BY TOMOHIRO HAMAKAWA, TOSHIHIRO NAKAMURA,
& EWA WOJKOWSKA

It's graduation day, but there's not a mortarboard hat in sight. Instead, the graduates at this celebration are wearing brightly colored headscarves and big smiles. They are all women, and many of them never had the opportunity to finish high school. But today they're graduating from an entrepreneurship program in Bojonegara, East Java—a rural area

Kopernik is a nonprofit organization that delivers simple, affordable technology products to people in poor and often remote communities. Through an online marketplace, we connect donors, makers of innovative technologies (such as water filters and solar lanterns), and people in underserved communities who can benefit from those products.

NOVEMBER: WHEN DISASTER STRIKES, KOPERNIK RESPONDS

In November we responded to the massive devastation wrought by Typhoon Haiyan in the Philippines by connecting life-saving technology with disaster survivors. We responded to the immediate needs of typhoon-devastated communities by sourcing water filters and solar lights from trusted local suppliers and working with local organisations like the Rotary Club of Bacolod North to distribute them. Thanks to a huge response from donors, we were able to crowdfund more than 1,055 d.light S300 solar lights/mobile phone chargers, and 203 Sawyer PointONE water filters for communities on Panay, Bantayan, Cebu, Samar and Negros islands. The [feedback we have received](#) has been overwhelmingly positive: the technologies are making life much easier for families as they recover and rebuild from the disaster.



DECEMBER: MOVERS, SHAKERS, CHANGEMAKERS

In early December, Kopernik co-founder Ewa Wojkowska joined the Asia 21 Young Leaders Summit in Zhenjiang, China. Ewa's selection by the Asia Society as an [Asia 21 Young Leader](#) in the Class of 2013 was one of a growing number of honours recognising the groundbreaking work of Kopernik's co-founders.

Ewa has also been chosen as an [Ashoka Fellow](#), the world's leading social entrepreneurship fellow, while CEO Toshi Nakamura continues to actively participate in the World Economic Forum's Young Global Leaders network, and attended their annual summit in Myanmar in June 2013.



DECEMBER: TOSHI IN TOKYO FOR THE KOPERNIK FORUM

In early December, we held our third annual Kopernik Forum in Tokyo, supported by new partner Cisco Systems GK. More than 100 people from corporate and nonprofit organisations joined us for a thought-provoking dialogue on effective CSV (creating shared value) implementation, an update on Kopernik's achievements in 2013, and an introduction to Kopernik's expanding global partnerships from co-founder and CEO Toshi Nakamura. This was followed by an active panel discussion involving Daiwa Securities, Japan Airlines and Yahoo! Japan. Our partner representatives talked about corporate social responsibility, the positive impact on their business, and the advantages of partnering with innovative, forward-thinking organisations like Kopernik. We wrapped up the forum with a reception which offered great networking opportunities for our partners and supporters.



2013 IMPACT

WE DISTRIBUTED 20 OF THE BEST LAST MILE TECHNOLOGIES



BRIGHTBOX
SOLAR ELECTRICITY SYSTEM



SAWYER POINTONE BUCKET
ASSEMBLY KIT
WATER FILTER



D.LIGHT S2
SOLAR LANTERN



BENESSE MICROSCOPE
EDUCATIONAL TOY



ENVIROFIT M-5000
WOOD COOKSTOVE



PERMANET 2.0
INSECTICIDAL BEDNET



PRIME CYLINDRICAL
BIOMASS COOKSTOVE



D.LIGHT S300
SOLAR LANTERN



NAZAVA BENING SMALL
WATER FILTER



D.LIGHT S20
SOLAR LANTERN



NAZAVA BENING XL
WATER FILTER



ENVIROFIT G-3300
BIOMASS COOKING STOVE



D.LIGHT S250
SOLAR LANTERN



NAZAVA BENING 1
WATER FILTER



D.LIGHT S1
SOLAR LANTERN



FIREFLY MOBILE LAMP
SOLAR LIGHT



PRIME SQUARE
BIOMASS COOKSTOVE



D.LIGHT S10
SOLAR LANTERN



JANMA
CLEAN BIRTH KIT



POWAPACK JUNIOR MATRIX
SOLAR HOME SYSTEM

MEET SOME OF THE 70,735 PEOPLE WE REACHED IN 2013

DOMINGAS TABATAN - OECUSSE, TIMOR-LESTE

Domingas Tabatan lives with her two youngest children in Cabana, a remote mountain village with no access to electricity. Her husband died at home two years ago from an infection in his leg—there was no transport to take him to hospital. Her annual income is less than \$100. In 2011 she bought one S10 d.light solar lamp for \$10. She no longer needs to spend \$1 per week for the fuel that used to fill her single kerosene lamp. She says:

"I like the solar lamp because we just buy it once and then there are no more costs, we don't have to buy kerosene, and we have light until morning. We don't sit in the dark anymore."

The d.light saves her around \$50 a year. Rice, not kerosene, is now her single largest expense. For someone whose net income has been, since her husband died, only twice that figure, it is understandable that the d.light is one of her most cherished items.

Learn more about what d.light mean for subsistence households in Oecusse in Chris Shepherd's blog [Less Kerosene, More Rice](#).



IBU HADISAH - MUNJE, INDONESIA

Ibu Hadisah is a 26 year-old early childhood teacher at the Semai Benih Bangsa school in Munje village, in the Indonesian province of Aceh. She also runs her own *warung* (small shop) that she opens everyday right after school hours. In August 2013 she joined Kopernik's Tech Agent program, after discovering the benefits of the d.light S300 solar lantern. She hoped to supplement her income from selling simple technologies in her community.

As a volunteer teacher, Ibu Hadisah earns only Rp. 50,000 (\$5) per month, paid every three months. From her *warung* business, she earns an average of Rp. 200,000 (\$20) per month. In her first three months as a Tech Agent she earned a profit of Rp. 277,000 (\$28) from technology sales, representing a 35 percent increase in income. She used the money to reach her savings goal and buy her very first laptop last month.

"Ibu Hadisah often visits the Kopernik office to learn how to use the Internet", says Zulfikar, Kopernik's Community Development Facilitator.

She hopes to sell more solar lights in the future and use the money she earns to fix her roof and then renovate her school.



CASSIM - KAKAMEGA, KENYA

Cassim's passion for projects manifests itself in his immaculately manicured garden. As a teacher, he really appreciates the extra light-hours that his d.light S250 solar lanterns bring him. They allow him to prepare his lessons and grade his students' homework not just in the evening but also in the early mornings.

When asked how he plans to use the money he saves on kerosene, he enthused,

"I try to motivate my children in their academic pursuits by offering them presents when they meet certain goals. My daughter, Brenda, is really looking forward to getting a new dress."

To learn more about the impact of solar lights in western Kenya, see our [Light Up Kakamega, Kenya Impact Assessment](#).



PROVIA NGABIRANO - KISORO, UGANDA

Provia is a single mother to four children. She says she used to spend money buying candles and kerosene, but could not provide enough light for her older children to do school assignments and for her to breastfeed her youngest child at night.

Now she only needs to leave the d.light S1 solar lamp in the sun, and she can use it any time she wants at night.

She is now able to save the money she used to spend on kerosene. She says she appreciates the d.light technology because it does not produce dangerous, unhealthy smoke like a kerosene lantern does.

Learn more about the impact of d.lights in Uganda in the project report for [Switch on Uganda](#).



I WAYAN TUNAS, SCHOOL TUTOR - DESA BAN, INDONESIA

"Amazing! Previously the children at school rarely drank... Especially in the dry season, the water in the reservoir is in short supply. Now with a Nazava water filter in schools they can drink as much as possible. Their concentration is improved. In addition, the water from the Nazava can be used for cleaning children's wounds at school or at the clinic, so the wounds heal faster and are not sore."

Learn more about the impact of water filters in schools in the project report for [Drink Up East Bali, Indonesia](#).



CRESCENTIA O'WANG'ONA - KENYA

Crescentia O'wang'ona, a 60 year-old mother and grandmother, runs a fish stall at the local market. She first heard about the Q Drum from a neighbour, who saw it and immediately thought that it would be perfect for her, as she cannot bear heavy loads due to a knee injury.

Her face lights up when we ask her what she thinks of the Q Drum. She says that she can now spend more time with her grandchildren and on her business, as one trip to the spring with the Q Drum gets her five times more water than the small plastic can that she used to carry. Not only does the Q Drum save her time, she adds,

"Now I don't have to be selfish with water anymore. When the people at the church next-door pass by and ask me for drinking water on Sundays, I can offer them nice, cool water as opposed to turning them down!"

Learn more about Q Drums in western Kenya in Denise Law's blog [A Generous Serve of Water](#).



IBU RANTI - GALINGGANG, INDONESIA

Ibu Ranti lives at one end of Galinggang, between the local middle school and the village graveyard. Everyday, Ibu Ranti works as a fish cutter, while her husband works as a fisherman.

To overcome dim nights in this off-grid village, Ibu Ranti's family bought a d.light S250 solar lantern. They are now using fewer kerosene lanterns at home, which makes them happy as they hate the thick kerosene smoke. If the family goes out at night they use a flashlight and leave the solar lantern hanging in the house, so the light of the house wards off the darkness of the graveyard.

Ibu Ranti is saving money on kerosene and batteries. She used to spend Rp. 177,000 (\$15) on lighting each month. Now, she only spends Rp. 93,000 (\$8) per month, which means she saves Rp. 84,000 (\$7). With these savings she can buy extra food for her family and extra snacks for her children.



TAIBOCO FAMILY - OECUSSE, TIMOR-LESTE

Quintiliano and Flaviela Taiboco live in the coastal village of Taiboco with five children and two close relatives. Their annual cash income is around \$700, which they spend on basic household needs. There is no money left over.

The Taiboco family bought one S10 d.light solar lamp in 2010, and later purchased two more, at which point they stopped using kerosene for lighting, saving around \$5 per week. They recently bought two more S10s, replacing battery-powered flashlights. After spending \$48 on the five d.lights, they are saving around \$324 per year on kerosene and batteries - raising their disposable income by 30 to 40 percent.

Before the d.lights, the Taiboco family was able to afford rice some of the time, but not all of the time.

'Sometimes we didn't have enough money for rice, but now we do', says Quintiliano happily.

For the Taibocos, the d.lights mean greater food security. Learn more about what d.lights mean for the Taiboco family in Chris Shepherd's blog [Profile of a Near-Subsistence Household](#).



IBU JULIA - LHOKSUKON, INDONESIA

Ibu Julia is a volunteer early-childhood teacher. She earns Rp. 50,000 (\$5) per month from teaching. She knows that the salary would never be enough to cover her daily expenses, so she also sells hijabs, clothes and accessories on the side, earning another Rp. 500,000 (\$50) monthly.

She aspires to become a great entrepreneur, and has enthusiastically embraced the business training offered by Kopernik since joining our Tech Agent program.

"My favorite part was when we learned about financial managemet. Now I know how to separate my personal and business accounts."

After becoming a Tech Agent in September 2013, Ibu Julia sold more than 10 technologies in her first three months and earned over Rp. 1,000,000 (\$100) from the sales.

When asked what she will do with the money earned she answered,

"I would like to save all of the money to go on a Haj to Mecca one day."



LIBERTINA RIWU - TECH KIOSK INA, KUPANG, INDONESIA

Libertina moved from Sabu island to Kupang after marrying her husband, and set up a small kiosk selling everyday goods. The kiosk is attached to her simple plywood house in the centre of town.

When Libertina came to our mini Tech Fair in Kupang in September, she was immediately impressed by the fuel-efficient biomass stove we demonstrated. She was spending a lot of time collecting firewood for her traditional three-stone stove, as well as queuing in a long line for a few litres of kerosene for cooking.

She was quick to switch to using the biomass stove at home and also to cook potato doughnuts to sell at her kiosk. Her enthusiasm for the technology is infectious: after joining our Tech Kiosk network, Libertina quickly became our number one Tech Kiosk operator. On the first day she opened as a Tech Kiosk, she sold five technologies. In her first month, she sold 38.

She says she is saving money from her Tech Kiosk profits to put towards her two children's education. Besides that, she dreams of building a more permanent house. Learn more about our Tech Kiosk micro-social-entrepreneurs in Monica Christy's blog [Good News From the East - Part Two](#).



MUSTAFA - KAKAMEGA, KENYA

Mustafa is a married teacher and father to two energetic boys. Not only did he give us a very positive and enthusiastic review of the d.light solar lantern, he couldn't wait to show us where he has planned to build a chicken enclosure with the savings, which will allow him to keep more chickens and use it as a side business to earn extra income.

Mustafa then added, while beaming ear to ear,

"After completing the chicken enclosure, I am going to open a bank account for my firstborn!"

To learn more about how families in western Kenya are using the money they are saving since switching from kerosene lamps to solar lights, read Denise Law's blog [Saving Money, Changing Lives](#).



MR RUBAYA - SAN MARIANO, THE PHILIPPINES

Mr Rubaya purchased three lights in March 2012, one d.light S10 and two d.light S250 solar lanterns. Mr Rubaya is extremely pleased with the solar lights and relies on them to farm at night and to charge his cell phone.

Before, he would have to buy kerosene and matches for lighting, and pay 10 pesos each time he wanted to charge his mobile phone at a local shop. While Mr Rubaya says his family may have a difficult time making ends meet, he managed to find the funds to purchase the solar lights and says it was well worth it.

Learn more about the impact of d.lights in San Mariano in Catherine Howe's blog [Families, Farms and Fellows in the Philippines](#).



DAVID OKWALO - KENYA

40 year-old David Okwalo is the head of a household of five. As a university graduate and someone that is actively involved in local NGOs, David is no stranger to appropriate technology. His family owns a biomass cooker and is participating in an economic empowerment programme centred on organic farming.

He remarks that the extra free time that comes with the purchase of the Q Drum has made a difference to every member of the family: his wife is able to take up more tailoring jobs and the children now have more time to do their school work and help with household duties.

Last but not least, unlike most other men in the village, David goes to the spring to get water for his family. He explains that, since there are only two Q Drums in the village, it is a privilege and a mark of social status to be seen using the Q Drum. More importantly, there is no risk of looking 'unmanly', unlike carrying water on his head.

Learn more about the impact of Q Drums in western Kenya in our [Take a Load Off Western Kenya Impact Assessment](#).



NISFU LAILANUR - TANAH LUAS, INDONESIA

Nisfu is an honorary teacher at an elementary school in Tanah Luas, and at 22 years old she is also Kopernik's youngest Tech Agent in North Aceh. The daughter of a pedicab driver and a housewife, she studies economics part-time through Open University.

She joined our Tech Agent program in September 2013, and in her first three months she earned Rp. 1,200,000 (\$120) from selling technology. She is putting this income towards her tuition fees, that cost around Rp. 1,800,000 (\$180) per semester. She is very grateful for all the sales she's made so far and she is also optimistic that she will sell more solar lights in her village.

Nisfu's hopes are to sell more solar lights, to finish her studies and, one day, to start her own business.

Learn more about the training we offer to our Tech Agents in Laylatul Mufidah's blog [Wonder Women, Aceh Edition](#).



JOHNY & KHRIST - MANULAI, INDONESIA

Khrist and his colleague Johny were on the lookout for a new business opportunity. They weren't just doing this for themselves: they were looking for a business that could financially support their early childhood pre-school (PAUD) in Manulai, near Kupang.

The school, unlike a formal school, is located on the front porch of Johny's house, surrounded by a semi-permanent bamboo wall. The small amount of tuition charged to their students barely covered costs.

When they found out about the Tech Kiosk program, they seized the opportunity with gusto. The entrepreneurial duo proactively set up technology demonstrations in schools, housing areas, cooperatives and churches. On the day they opened, they sold 50 biomass cookstoves.

"From the profit we have made by selling technologies at Tech Kiosk, we now can pay our PAUD teachers three months salary in advance, and also make up for the last few months when we were struggling and not able to pay them," Khrist told us.



MOSES - KAKAMEGA, KENYA

We arrive at Moses' school at 6.30pm. The sun is starting to set and the pupils are gathered in their classroom for evening prep, their last activity before school finishes at around 7pm. As the students work on their maths homework, we talk with Moses, the class teacher. He tells us that the school used to collect, sometimes with difficulty, money from pupils every term in order to purchase kerosene for the lantern that was used in the evenings and early mornings.

Fortunately when the school suggested purchasing d.light solar lanterns, the parents were very receptive. With just a one-off payment to fund the purchase they would eliminate the recurrent fuel fees required to maintain the kerosene lanterns. The kerosene lantern, being fragile and flammable, caused an accident a year ago when some pupils arrived at school while it was still dark and tried to set it up themselves.

"With the solar lantern," Moses says, "the children now enjoy more autonomy and can start their morning prep sessions as soon as they arrive at school, even if the teachers are not there yet."



IBU NANAI - GALINGGANG, INDONESIA

Ibu Nanai has been living in Galinggang for many years in a small house with her husband, daughters, and now grandchildren. Both Ibu Nanai and her husband, Pak Barak, earn their living from fishing.

Ibu Nanai's household used to burn six kerosene lamps each night. Since buying a d.light S250 solar light, they now only use one kerosene lamp. The clean solar light is enough to illuminate the whole house at night. Now, Ibu Nanai's house is not filled with bad smoke anymore. Two of her daughters, who are still students at the local primary school, can now study at night. Prior to using solar lantern, they never studied after sunset.

Moreover, Ibu Fatmawati, Ibu Nanai's oldest daughter, is now able to provide Amel, her youngest daughter, with milk.

Ibu Nanai told us that they used to spend Rp. 474,000 (\$40) per month on lighting. Since purchasing the d.light S250, they only spend Rp. 214,000 (\$18) per month. In other words, the solar lantern helps Ibu Nanai to save Rp. 260,000 (\$22) each month.



36 PROJECTS IN 9 COUNTRIES



MEET THE PEOPLE WHO MADE IT ALL HAPPEN: THE K-TEAM



TOSHI
NAKAMURA



LINCOLN RAJALI
SIHATANG



NONIE KABAN



OKTAVINA
QURROTA AYUN



MADE GARSİ



SANGTU
YOHANES



EWA
WOJKOWSKA



HIROMI TENGEJI



TOMOHIRO
HAMAKAWA



RARA SEKAR
LARASATI



TAKAHITO
TSUNEMI



REISKY HANDIKA



SARAH WILSON



EDWIN MULIANTO



CORNELIA SITANGGANG



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TRI ANA AFINNI



DENI SUGIARTO



ZULFIKAR THAHIR



LAYLATUL MUFIDAH



YUNIAR ZEIN



APRI SULISTYO



KETUT SUASTIKA

SPECIAL THANKS TO

OTHER TEAM MEMBERS IN 2013

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BOARD & ADVISORY BOARD MEMBERS

Abigail Schwartz, Adam Kilgour, Andrea Woodhouse, David Madden, Guy Janssen, Julia Cheng, Lisa Witter, Nigel Snoad, Nina Gidwaney, Osamu Kaneda, Sanjay Gandhi, Scott Guggenheim, Sir Tim Lankester, Taku Sugimoto.

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** Yayasan Kopernik is an Indonesian foundation that implements Kopernik's mission in Indonesia.*

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Catherine Howe, Chris Shepherd, Denise Law, Karyn Boenker, Natalia Vasquez.

VOLUNTEERS

Adi Prima, Ai Namiki, Ana Barranova, Kazu Okamatsu, Kimiko Brodard, Laura Pavía, Miyoshi Masato, Nathan Luck, Naotoshi Hiyama, Nira Desai, Radosław Młodzianowski, Rhiya Trivedi, Risa Komatsuzaki, Ryo Ueno, Wendy Neill, Yutaro Furuno.

IN-KIND SUPPORTERS

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Derrick Quandt, Manuel Geitz, Srinivas Radhakrishnan, Suneira Rana.

WEBSITE VOLUNTEERS

Basia Madej, Chieko Tsunemi, Dominika Jaworski, Doug Meikle, Elizabeth Wright, Ewa Pawełczyk, Gordon Young, Harumi Tsuchiya, Jess Lawson, Kazu Ngatuka, Louise Firth, Naori Ishikawa, Ranna Sayama, Serene Lau, Sue Bolton, Toshie Kobayashi, Yoko Sakai.

LOCAL PARTNERS

Action for Child Development Trust, African Centre for Advocacy and Human Development, Alam Sehat Lestari, Asosiasi Pedagang Kaki Lima Indonesia, the Association of Medical Doctors of Asia, Birthing Project USA, East Bali Poverty Project, Fairchild Primary Boarding School, Fundesaun Esperansa Enklave Oecusse, Gelacio I. Yason Foundation Family Farm School, Hope for Orphans and Vulnerable Children, Indonesian Heritage Foundation, Koperasi Banyu Urip, NRG Solutions, PeKKA, Roman Luan, Rotary Club of Bacolod North, Solar Energy Foundation, Topa Haliel Savings and Loans Group, UFO Conservation Society, Yaya Education Trust, Yayasan Bali Sahaja, Yayasan Puter Indonesia.

AND EVERYONE WHO DONATED TO OUR PROJECTS IN 2013, ESPECIALLY OUR MONTHLY TIPPING POINT DONORS.

MAJOR FUNDING & IN-KIND PARTNERS 2013



FINANCES

REVENUE	2012	2013
DONATIONS & GRANTS		
Individual	114,121	171,601
Corporations	481,171	694,816
Foundations & government	37,688	156,391
In-kind donations	41,392	83,028
SUBTOTAL	674,372	1,105,836
OTHER		
Consultancy/honorarium	28,059	133,584
Technology Sales	53,596	72,156
Miscellaneous	1,205	294
SUBTOTAL	82,860	206,034
REVENUE TOTAL	757,232	1,311,870
EXPENSES	2012	2013
PROJECTS		
Technology including shipping	117,721	166,861
Salaries and related	171,036	253,051
Travel costs	82,399	118,198
Other project costs	29,566	57,768

EXPENSES	2012	2013
SUBTOTAL	400,722	595,878
PR & FUNDRAISING	32,319	59,286
OPERATIONS SUPPORT		
Salaries & related	38,360	74,659
Office costs	26,416	40,400
Internet, telephone & post	8,416	25,162
Bank fees	5,874	8,486
Professional fees	40,305	34,236
Miscellaneous	9,977	555
SUBTOTAL	129,348	183,498
EXPENSES TOTAL	562,389	838,662

CHANGES IN NET ASSETS	2012	2013
	194,843	473,208

All figures in USD. Financial figures for 2012 are based on the audited Financial Statements. Figures for 2013 are preliminary only. The breakdown of costs has been adjusted to allow for comparison with the previous annual report.

A BIG THANK YOU FROM KOPERNIK

